

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 03012 051203Z
ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 ICA-20
TRSE-00 EUR-12 DOE-15 ISO-00 SOE-02 /058 W
-----113988 060515Z /11
R 050835Z AUG 78
FM AMEMBASSY STOCKHOLM
TO SECSTATE WASHDC 4411

UNCLAS STOCKHOLM 3012

EXCON

E.O. 11652: N/A
TAGS: ESTC, SW
SUBJ: REQUEST FOR A RECOMMENDATION UNDER THE DIB-678P PROCEDURE

REF: STATE 185759

1. EMBASSY RECOMMENDS THAT SWEDISH ELECTRONICS, SKOLGATAN 21,
S-750 02 UPPSALA, SWEDEN BE ACCEPTED AS PARTICIPANT UNDER
DIB-678P PROCEDURE AS SALES AGENCY OF SOUTHWEST TECHNICAL
PRODUCTS CORP.

2. FIRM REGISTERED IN 1976 AS SWEDISH ELECTRONICS HB,
INITIALS HB DENOTING PARTNERSHIP. FIRM REGISTERED JANUARY
1978 AS SWEDISH ELECTRONICS WHEN FORMER PARTNER, KARL TONI
WESTMAN, LEFT. PRESENT OWNER, HANS OLOF KIHLMAN, PLANS TO
TAKE NEW PARTNER, BJORN EKWALL, SO HB WILL AGAIN BE ADDED
TO NAME OF FIRM.

3. EMBASSY FILE AND DIRECTORY CHECKS AND INQUIRIES WITH CREDIT
BUREAU, BANK AND TRADE REFERENCES FAIL TO REVEAL ANY CONNECTION
BETWEEN KIHLMAN OR SWEDISH ELECTRONICS AND SWEDFLEX, SCANMEC
OR DANNOF. SWEDISH ELECTRONICS SELLS COMPUTERS, TERMINALS,
PERIPHERALS AND SPARES TO UNIVERSITIES, RESEARCH LABS AND
INDUSTRIAL FIRMS. NINETY-FIVE PERCENT OF CUSTOMERS ARE IN
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SWEDEN, FIVE PERCENT IN NORWAY AND DENMARK.

4. FIRM IS SMALL BUT GROWING OPERATION USING THREE CONTRACT
SALESMAN AND FIVE SUB-DISTRIBUTOR FIRMS IN SWEDEN THAT PROVIDE
MAINTENANCE. KIHLMAN APPEARS RESOURCEFUL AND ENERGETIC AND SEES
RAPIDLY EXPANDING SALES OPPORTUNITIES IF HE CAN ASSURE TIMELY
DELIVERY OF ORDERS AND AVAILABILITY OF SPARES. KIHLMAN SAID THAT

CUSTOMERS ARE ALREADY COMPLAINING OF OVERDUE ORDERS AND URGES
THAT DELAYS STEMMING FROM LICENSING PROCEDURES BE MINIMIZED
PARTICULARLY SINCE JAPANESE MICROCOMPUTERS ARE SOON TO BE
RELEASED ON THE MARKET.
KENNEDY-MINOTT

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NNN

Message Attributes

Automatic Decaptioning: X
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Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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From: STOCKHOLM
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To: STATE
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